A2

Emails for reference

Message-ID: <39186554.68D84CD3@lucent.com>
Date: Tue, 09 May 2000 14:21:56 -0500
From: olivier clarisse <clarisse@lucent.com>
Organization: sas
X-Mailer: Mozilla 4.7 [en] (X11; U; Linux 2.2.12-20 i586)
X-Accept-Language: en
MIME-Version: 1.0
To: James Dunn <jdunn@lucent.com>
CC: Pascal Collet <pcollet@lucent.com>,
        Bruce Westergren <westergren@lucent.com>,
        Lizette Velazquez <lizette@lucent.com>
Subject: Re: Mesh patent draft (.doc document attached)
References: <LPBBKFLBDNOOLDAKPIBGKEBDCAAA.jdunn@lucent.com>
Content-Type: multipart/mixed;
 boundary="------------9886486D97A28BF7710AFE49"
X-Status: $$$$
X-UID: 0000001215

This is a multi-part message in MIME format.
--------------9886486D97A28BF7710AFE49
Content-Type: text/plain; charset=iso-8859-2
Content-Transfer-Encoding: 7bit

Jim,

Attached is an update to the Mesh document (for patent submission)
you provided.

Olivier

--------------9886486D97A28BF7710AFE49
Content-Type: application/msword;
 name="Mesh_Virtual_Direct_Connect_Network2.doc"
Content-Transfer-Encoding: base64
Content-Disposition: inline;
 filename="Mesh_Virtual_Direct_Connect_Network2.doc"

See B1 for Contents

NOTE: THE YEAR 1994 IS INCORRECT: **THIS IS YEAR 2000**. THIS WAS PROBABLY
SENT FROM A LAB PC OUT OF DATE. THE MESSAGES WERE RETRIEVED IN THIS
ORDER FROM A LUCENT ADMINISTERED MAIL SERVER:
Message-ID: <2DCFDC55.A60AE6A1@lucent.com>
Date: Tue, 10 May 1994 14:11:17 -0500
From: olivier clarisse <clarisse@lucent.com>
X-Mailer: Mozilla 4.61 [en] (X11; U; Linux 2.2.12-20 i586)
X-Accept-Language: en
MIME-Version: 1.0
To: "Collet, Pascal" <pcollet@lucent.com>,
        "Westergren, Bruce A" <westergren@lucent.com>,
        "Dunn, J P (Jim)" <jdunn@lucent.com>
Subject: Discussion notes CCBNS forward
Content-Type: text/plain; charset=us-ascii
Content-Transfer-Encoding: 7bit
X-Status: $$$$
X-UID: 0000001222

What are our objectives, customers, milestones going forward?

Possible work projects from where we are:
1. Stay with current LSS and bief-up existing demonstrables
      - Broker, flashy web enabled ebay style call center/expert brokering
system
      - Call agent - OSP partnership?
      - Mesh demo virtual instant connection to N parties
      - Parlay API - complete, move to JAIN?

2. Start with Excel
      - Work on LSS 3.0 API - Parlay / JAIN - partner with Huizen
      - Convert our demo to the new switch, learn what is required
           to provide open API on this type of product

3. Webphones
      - Existing phones
           - SIP version
           - Linux port? (COMDEX seen SA1110 platform)
           - add apps: enabel Chat, White Board, Video Players, Camera,
full JScript, etc.
      - Next platform
           - BCS phones
           - buy some phone dev kits, hire Venky's team in July, etc.
           - design device extensions: video/display/camera

4. Webportal
      - Extend UI and API work, productize SDK suite for 3rd party
           programmability of integrated VoIP and Web services (SuZe?)
      - Add service customization and service programming

5. Cookbook software dev / service creation
      - Provide env for 3rd party to develop services quickly (Web api +
building block
           design env.)

6. Full Circle and other showcases
      - Apply our demonstration platform to showcase other products
           BFA, SPEED?

Message-ID: <39181DF0.4B3CC5E7@lucent.com>
Date: Tue, 09 May 2000 09:17:20 -0500
From: olivier clarisse <clarisse@lucent.com>
Organization: sas
X-Mailer: Mozilla 4.7 [en] (X11; U; Linux 2.2.12-20 i586)
X-Accept-Language: en
MIME-Version: 1.0
To: "Collet, Pascal" <pcollet@lucent.com>,
        "Westergren, Bruce A" <westergren@lucent.com>,
        "Palacharla, Prasad V" <ppalacharla@lucent.com>
CC: "Velazquez, Lizette" <lizette@lucent.com>
Subject: Meeting Tomorrow 3pm [Fwd: Next Wednesday]
Content-Type: multipart/mixed;
  boundary="------------1902C723539D153EAA4DF90B"
X-Status: $$$$
X-UID: 0000001208

This is a multi-part message in MIME format.
--------------1902C723539D153EAA4DF90B
Content-Type: text/plain; charset=iso-8859-2
Content-Transfer-Encoding: 7bit

Suzanne is driving us (from a marketing and new BU venture
point of view) define a supporting architecture for IP voice
services leveraging web-based capabilities for guided/
automated negociation of resources. People resources in
her "skill brokering" services, and profile/resource matching
as well.

Items:
1) meeting with OSPS folks about call agent services /
possible collaboration work with OSPS based on LSS.
2) service architecture/platform support for broker enabled
enhanced services (continuation of our series of meetings).

I am letting Suzanne drive the meeting/discussion on
enhanced services. I think we should listen to her
and capture the requirements before we figure out
an implementation solution -- that can be the second
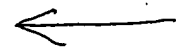half of the meeting.

Prasad,
sorry for the short notice, but if you are available a 3pm
tomorrow you are welcome to join us in the CCBNS lab
(6h201), we can use new thinking for this meeting.

Lizette - always welcome too

There will be another meeting with the whole team
to talk about the architecture for Mesh IP voice services.

Olivier

--------------1902C723539D153EAA4DF90B
Content-Type: message/rfc822
Content-Transfer-Encoding: 7bit
Content-Disposition: inline

Return-Path: <srajchel@lucent.com>
Received: from horh1.emsr.lucent.com by iexist.flw.lucent.com
(8.8.8+Sun/EMS-1.5 sol2)
        id HAA13363; Tue, 9 May 2000 07:41:44 -0500 (CDT)
Received: by horh1.emsr.lucent.com (8.9.3+Sun/EMS-1.5 Solaris/emsr)
        id IAA02278 for clarisse@iexist.flw.lucent.com.smtp; Tue, 9 May
2000 08:41:43 -0400 (EDT)
Received: by horh1.emsr.lucent.com (8.9.3+Sun/EMS-1.5 Solaris/emsr)
        id IAA02255 for clarisse@iexist.flw.lucent.com; Tue, 9 May 2000
08:41:42 -0400 (EDT)
Received: from il0015exch001h.wins.lucent.com by horh1.emsr.lucent.com
(8.9.3+Sun/EMS-1.5 Solaris/emsr)
        id IAA02212 for <clarisse@lucent.com>; Tue, 9 May 2000 08:41:41
-0400 (EDT)
Received: by IL0015EXCH001H with Internet Mail Service (5.5.2448.0)
        id <KSV6K4JD>; Tue, 9 May 2000 07:41:42 -0500
Message-ID: <00EF773582D6D111939D00A0C9A92F64079504B0@IL0015EXCH003U>
From: "Rajchel, Suzanne K (Suzanne)" <srajchel@lucent.com>
To: Olivier Clarisse <clarisse@lucent.com>
Subject: RE: Next Wednesday
Date: Tue, 9 May 2000 07:41:19 -0500
Return-Receipt-To: "Rajchel, Suzanne K (Suzanne)" <srajchel@lucent.com>
MIME-Version: 1.0
X-Mailer: Internet Mail Service (5.5.2448.0)
Content-Type: text/plain

Olivier,
I'll come by the lab for our discussion. Probably Bruce and/or
Pascale if they're available.
suzanne

> ----------
> From: Olivier Clarisse[SMTP:clarisse@lucent.com]
> Sent: Thursday, May 04, 2000 7:42 PM
> To: Rajchel, Suzanne K (Suzanne)
> Subject: Next Wednesday
>
> Suzanne,
> I penciled a meeting at 3pm on 5/9 let me know who
> else you think needs to attend.
> Olivier
>

--------------1902C723539D153EAA4DF90B--

```
Message-ID: <3919F38B.1B780FE3@lucent.com>
Date: Wed, 10 May 2000 18:40:59 -0500
From: clarisse@lucent.com
Reply-To: clarisse@lucent.com
Organization: Lucent Technoliges
X-Mailer: Mozilla 4.61 [en] (Win98; U)
X-Accept-Language: en
MIME-Version: 1.0
To: "Dunn, J P (Jim)" <jdunn@lucent.com>,
        "Collet, Pascal" <pcollet@lucent.com>,
        "Westergren, Bruce A" <westergren@lucent.com>
Subject: USE THIS ONE: BTJ CCBNS smaller version
Content-Type: multipart/mixed;
 boundary="------------0AA1A1A2828E04F8C7AE40D7"
X-Status: $$$$
X-UID: 0000001225


This is a multi-part message in MIME format.
--------------0AA1A1A2828E04F8C7AE40D7
Content-Type: text/plain; charset=us-ascii
Content-Transfer-Encoding: 7bit

It turns out the previous version I just sent was over 5MB probably
because one of the pictures was inserted directly from PPT, I converted
to gif and reinserted it in this new version. Should save much space...

--------------0AA1A1A2828E04F8C7AE40D7
Content-Type: application/msword;
 name="1_BTL_ccbns_2.doc"
Content-Transfer-Encoding: base64
Content-Disposition: inline;
 filename="1_BTL_ccbns_2.doc"
```

See end of A2 for contents

Message-ID: <39355086.FFF54028@lucent.com>
Date: Wed, 31 May 2000 12:48:55 -0500
From: olivier clarisse <clarisse@lucent.com>
Organization: sas
X-Mailer: Mozilla 4.7 [en] (X11; U; Linux 2.2.12-20 i586)
X-Accept-Language: en
MIME-Version: 1.0
To: "Colbert, Raymond O" <rcolbert@lucent.com>,
        "Westenkirchner, Paul M" <westenkirchner@lucent.com>
CC: "Collet, Pascal" <pcollet@lucent.com>,
        "Velazquez, Lizette" <lizette@lucent.com>,
        "Nanke, Trent R" <tnanke@lucent.com>,
        "Westergren, Bruce A" <westergren@lucent.com>,
        "Dunn, J P (Jim)" <jdunn@lucent.com>
Subject: [Fwd: FullCircle conference debriefing]
Content-Type: multipart/mixed;
 boundary="------------51F625F3F76249698D771971"
X-Status: $$$$
X-UID: 0000001249

This is a multi-part message in MIME format.
--------------51F625F3F76249698D771971
Content-Type: text/plain; charset=iso-8859-2
Content-Transfer-Encoding: 7bit

Ray and Paull,

I take this opportunity to share impressions and results
from the Full Circle conference. We can meet soon
and get into more details to plan the next opportunities
for collaboration where appropriate.

I am forwarding an exciting report that Pascal wrote
as soon as he returned. We all share a similar experienced
from the interest and questions we received from
conference participants. While the demo sessions
were limited per the schedule, it turns out we were
constantly demonstrating and discussing with attendants
throughout all 2.5 the conference days.

In one such instance, Bruce was working on the LSS code
after hours merging call features, and he ended up
giving a private demonstration to a delegation
of Asian customers (Excell customers) who were very
glad to experience VoIP and conferencing
between parties live on top of Lucent Softswitch.

The demonstration system (and demo MMRS system)
worked flawlessly throughout the 2.5 days.
[With the exception is a 3com hub that.had to be
replaced after a customer reported packet loses
on several of the Webphones.]

All Webphones were provisionned with 4 special feature
buttons to setup and join 3 way and 6 way conferencing
sessions directly using the MMRS. I used this feature
demonstrate one click to multiway conferencing on MMRS.

The MMRS was presented as a solution to scale-up
voice conferencing circuits. Next to us was Prashant's demo
followed by the roadshow photo montage of a 7R/E hardware
where two rack-mounted MMRS were shown (scale 1)
so there was a natural tie with the neighboring demos.

Our extended booth (we used 2 and 1/2 tables) covered:
0) An ongoing animated PPT presention of the the basic
     call setup scenario showing the demo architecture.
1) The Web Portal access to telephony services (set you own
     call forwarding and customize your setup, and web enabled
     calls and conferencing)
2) Our Huizen partners' Parlay interface to LSS working from the
     same common LSS code.
3) One click-2-conferencing using 7R/E MMRS.
4) Service access via 5 webphone end-points and 2 netmeeting clients
5) Internet (Web, email) for all access points via router, gateway,
     proxy and hubs using the Hilton's internet provider.

This provided for the realistic set-up of a small private network
sharing IP and Web enabled services and easily programmable
via standard API (Parlay as an example, JTAPI as the next possible
API with LSS 3.0, etc.) From the questions we received, (and while
we remained very generic in our terminology), we realized that
there is a demand for a pure software switching offering that
is untied to any hardware even as an introductory solution
to hardware based solutions offered for scalability.

Since we returned we have also come accross a number of
announcements in .com, ASPs and potential new switching
systems providers (dialpad, transmeta, quicknet, santera,
marconi, ipverse, etc.) that indicate technical enablers for
IP voice telephony and web access are rapidly emerging.

Olivier

--------------51F625F3F76249698D771971
Content-Type: message/rfc822
Content-Transfer-Encoding: 7bit
Content-Disposition: inline

Return-Path: <pcollet@lucent.com>
Received: by iexist.flw.lucent.com (8.8.8+Sun/EMS-1.5 sol2)
        id LAA05780; Fri, 19 May 2000 11:45:07 -0500 (CDT)
Received: from lucent.com by iexist.flw.lucent.com (8.8.8+Sun/EMS-1.5
sol2)
        id LAA05763; Fri, 19 May 2000 11:45:05 -0500 (CDT)
Sender: pcollet@lucent.com
Message-ID: <39256D41.FE69F3E1@lucent.com>
Date: Fri, 19 May 2000 11:35:13 -0500
From: Pascal Collet <pcollet@lucent.com>
Organization: Concept Center
X-Mailer: Mozilla 4.72 [en] (X11; U; Linux 2.2.14-5.0 i686)
X-Accept-Language: en
MIME-Version: 1.0
To: lizette@lucent.com, clarisse@lucent.com, westergren@lucent.com,

jdunn@lucent.com, dnolte@lucent.com, srajchel@lucent.com,
        ele@lucent.com
CC: tnanke@lucent.com, robr@lucent.com, whellenthal@lucent.com
Subject: FullCircle conference debriefing
Content-Type: text/plain; charset=us-ascii
Content-Transfer-Encoding: 7bit

All,

before it all vanishes in my mind I would like to jot down some feedback
from
our demonstration "Open Interface to Lucent SoftSwitch - enabling VoIP
and WebPortal Services"
at the FullCircle conference this, week in San Francisco. This
demonstration was held in
partnership with the Netherlands for the Parlay side of it which
generated a lot of interest
as well.

I believe this was a very successful demonstration that generated a lot
of interest from
the people at the conference from both within and outside Lucent.

As usual the phones were a huge success and lots of question on their
"availability" and potential
prices were asked! The voice quality was good and the ability of
browsing the web, reading
emails while talking on the phone, all that in the IP world, got the
people excited.

In general the whole architecture which shows the feasibility of easy
and
rapid converged services deployment based on softswith technologies and
open APIs (Parlay, LDAP, JDBC)
and protocol (H.323, MGCP) is a hit! Lots of question. Big interest in
the software-based solution
especially related to its low cost as well as ease of development
learning curve (don't need to learn
a complex hardware APIs, based on open API, standard platform).

What should we do now?

We proved that we have something that not only is interesting as a FLW
project but also gets people
interested and excited. Actually. some of the participants were
very excited about it. I would mention
Ede-Phang Ng, CEO of mediaring.com, a San Jose based ASP company
(mediaring.com), that offers
telephony services on the net for 5 million people (I quote here!). They
are deployed in Asia and US with
gateways/switches from Cisco and Excell (~40 total). They don't have
any conference services for now
but have looked for a simple and cheap solution to deploy. For now they
have not been satisfied with what
they've looked at. As a matter of fact, they are interesting in
purchasing our solution! I was asked to
give him our sales representative contact so he could pursue with more

details. We owe him a response
(I'd like to know to whom I should forward to all the requests we will
receive). Others are also interested in
a more detailed architecture description (e.g. Sung Yoon Kim from Locus
Co. Korea, Hiroshi Sakai from NTT,
etc.).

I strongly believe there is a market for such architectural solution. for
ISPs and ASPs (not only in US as the wide
range of the conference participants showed us) and that partnerships
could probably be established. A software-based
solution seems very attractive for some ISPs so they can start deploying
telephony services and therfore differentiate
themselves from the crowd. This could very well be an entry solution
before they scale up with more powerfull solutions
such as Excell/MMRS/SPEED. If we don't do that they may go with
soon-to-be (if not, already) available software based
solutions from startups and never come back to Lucent. As long as we
base our architecture on the FullCircle API we
have a strong story to tell both to our management and to potential
customers:

        - start with our cheap software-based solution so you can start
making money now, it is flexible so you can
            adapt it to your current architecture,

        - we are using FullCircle API so your investment will be saved
when you need more power, meaning hardware
            from Lucent such as SoftSwitch 3.0/Excell.

Sorry for this longer-than-expected email. I would like to continue to
assess the feasibility of such a solution for some
new customers with a debriefing meeting.

Please feel free to tell your side of the story. I know that Lucent as a
Switching organization might not be interested
but the FullCircle conference was all about getting people excited and
this is a direct result of it!

Bruce, Eric, Olivier, Wim, any comments? corrections? other feedback?

Thank you all,
Pascal

--------------51F625F3F76249698D771971--